

## Message Text

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ACTION EUR-08

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C O N F I D E N T I A L COPENHAGEN 0820

LIMDIS

E.O. 11652: N/A

TAGS: MASS DA

SUBJECT: VIEW OF DANISH METALWORKERS UNION ON F-16  
PURCHASE

SUMMARY: I INVITED PAULUS ANDERSEN, CHAIRMAN OF THE  
KEY METALWORKERS UNION, TO LUNCH MARCH 20 TO DISCUSS  
HIS VIEWS REGARDING PURCHASE OF A REPLACEMENT FIGHTER.  
I FOUND ANDERSEN TO BE AN ENGAGING, HARD-FISTED AND  
FRANK UNION LEADER WITH REMARKABLY PRO-US AND ANTI-  
COMMUNIST ATTITUDES. DURING THE COURSE OF THE  
LUNCHEON ANDERSEN INFORMED ME THAT HE HAS NO DOUBT  
THAT PURCHASE OF THE F-16 WOULD BE THE BEST DECISION  
FOR THE GOVERNMENT TO MAKE. HE RAISED, HOWEVER, A  
DELICATE MATTER THAT MAY HAVE SOME BEARING IN THIS  
CONNECTION - THAT CERTAIN AMERICAN FIRMS IN DENMARK  
PURSUE A POLICY OF OPPOSING UNION CONTRACTS FOR  
THEIR EMPLOYEES. END SUMMARY.

1) ANDERSEN'S 108,000-MEMBER UNION REPRESENTS, IN  
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HIS OWN WORDS, THE MOST WELL-PAID AND TRADITIONALLY

CONSERVATIVE ELEMENT IN THE DANISH LABOR UNION ORGANIZATION. AS THE UNION REPRESENTING WORKERS IN THE METALWORKING AND ELECTRONICS INDUSTRY, ALMOST ALL SUBCONTRACTS UNDER THE F-16 CO-PRODUCTION PLAN WOULD INVOLVE MEMBERS OF HIS UNION. IN VIEW OF THE PRO-VIGGEN SYMPATHIES EXPRESSED BY THOMAS NIELSEN, CHAIRMAN OF THE DANISH TRADE UNION FEDERATION (LO), I WANTED TO ESTABLISH CONTACT DIRECTLY WITH ANDERSEN WHOSE UNION IS SUFFICIENTLY IMPORTANT THAT HE CAN AFFORD GENERALLY TO TAKE AN INDEPENDENT POSITION FROM THAT OF NIELSEN. WHEN I MENTIONED THE DIFFICULTY THAT SWEDEN WOULD HAVE IN PROVIDING SPARE PARTS IN CASE OF AN INTERNATIONAL CRISIS, ANDERSEN REPLIED THAT HE AGREED ENTIRELY. HE STATED THAT HE HAD ASKED HIS CHIEF ECONOMIST, STEPHAN MOLLER (WHO WAS ALSO PRESENT), TO STUDY IN DETAIL THE ADVANTAGES AND DISADVANTAGES INVOLVED IN A DANISH PURCHASE OF EACH OF THE THREE CONTENDING PLANES. THERE WAS NO DOUBT, HE SAID, THAT THE F-16 WAS THE PLANE DENMARK SHOULD PURCHASE. ALTHOUGH THE UNION WAS CONCERNED THAT THE EMPLOYMENT EFFECTS IN THE SHORT RUN WERE UNFAVORABLE COMPARED WITH THE VIGGEN OFFER, IN THE LONG RUN HE THOUGH THE US OFFER BETTER EVEN IN THAT RESPECT.

2) ANDERSEN CLAIMED TO HAVE BEEN HEAVILY INVOLVED IN THE DISCUSSIONS THUS FAR - SOME OF THEM "UNDER THE TABLE" - CONDUCTED ON THE FIGHTER REPLACEMENT ISSUE. HE SAID MINISTER OF COMMERCE ERLING JENSEN WAS SOLIDLY IN FAVOR OF THE F-16 PURCHASE (A FACT WE HAD NOT BEFORE KNOWN). ALTHOUGH HE WOULD NOT KNOW DEFENSE MINISTER ORLA MOLLER'S POSITION UNTIL NEXT WEEK, WHEN HE DISCUSSES THIS QUESTION WITH HIM, ANDERSEN SAID HE THOUGHT MOLLER ALSO WAS OF THAT PERSUASION. (I AGREE.)

3) JUST BEFORE LEAVING, ANDERSEN RAISED A MATTER OF SPECIAL INTEREST TO THE METALWORKERS UNION - THE FACT THAT THE DANISH IBM CORPORATION WAS RESISTING AN AGREEMENT WITH HIS UNION. HE CLAIMED THAT THE MAJORITY OF THE COMPANY'S EMPLOYEES (SOME 250 OF CONFIDENTIAL

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WHICH ARE PERSONAL MEMBERS OF HIS UNION) WOULD VOTE IN FAVOR OF UNIONIZATION IF MANAGEMENT DID NOT EXERT PRESSURE UPON THEM. HE ALSO CLAIMED THAT THE LABOR UNION MOVEMENT WOULD BE A LARGE MARKET FOR IBM EQUIPMENT IF THE COMPANY WERE TO CHANGE ITS POLICY. THE UNIONS IN DENMARK CONTROL AND PAY OUT UNEMPLOYMENT COMPENSATION; IF ANDERSEN'S CLAIM IS CORRECT - THAT THEY HAVE REFUSED TO BUY AUTOMATED OFFICE EQUIPMENT

BECAUSE OF IBM'S POLICY--THERE MAY, IN FACT, BE A LARGE UNEXPLOITED MARKET. I AGREED TO MENTION THESE POINTS TO THE LOCAL IBM MANAGEMENT WITHOUT ATTRIBUTION TO THE SOURCE.

4) COMMENT: ALTHOUGH ANDERSEN DID NOT IMPLY ANY SORT OF TRADE-OFF, IT IS CLEAR THAT THE UNION LEADERSHIP IS NOT HAPPY WITH THE PRACTICE OF SOME AMERICAN FIRMS IN DENMARK OF OPPOSING UNIONIZATION. THIS WILL BE A DELICATE SUBJECT WHICH WILL HAVE TO BE CAREFULLY HANDLED IN FURTHER NEGOTIATION ON THE F-16 CO-PRODUCTION OFFER HERE.  
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## Message Attributes

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